



white river place

SHOPPING CENTRE

ST AUSTELL • CORNWALL



allsop

white
river
place





INVESTMENT CONSIDERATIONS

- Modern Dominant Town Centre Shopping Centre accounting for over 50% of St Austell retailing
- Densely populated town within Cornwall with a county population of over 560,000
- Strong annual footfall of 3.2 million visitors enhanced by numerous nearby tourist attractions
- BREEAM rated 'Excellent' scheme (constructed in 2009) providing 28 retail and leisure units totalling 16,543 sq m (178,077 sq ft)
- The scheme includes the main town centre multi-storey car park totalling 550 spaces
- National brands include Wilko, TK Maxx, Peacocks, Superdrug, Costa and Lloyds Bank
- Total Contracted Rent of £1,647,504 per annum
- Net Operating Income of £1,207,095 per annum
- WAULT of 4.32 years to expiry (3.14 years to break)
- Numerous development opportunities to alternative uses, including residential, subject to necessary consents.

PROPOSAL

- Offers sought in excess of **£10,000,000 (Ten Million Pounds)**, subject to contract and exclusive of VAT. A purchase at this level reflects an attractive **Triple Net Initial Yield of 11.30%** and **low capital rate of £56 psf**, subject to standard purchaser's costs.



LOCATION

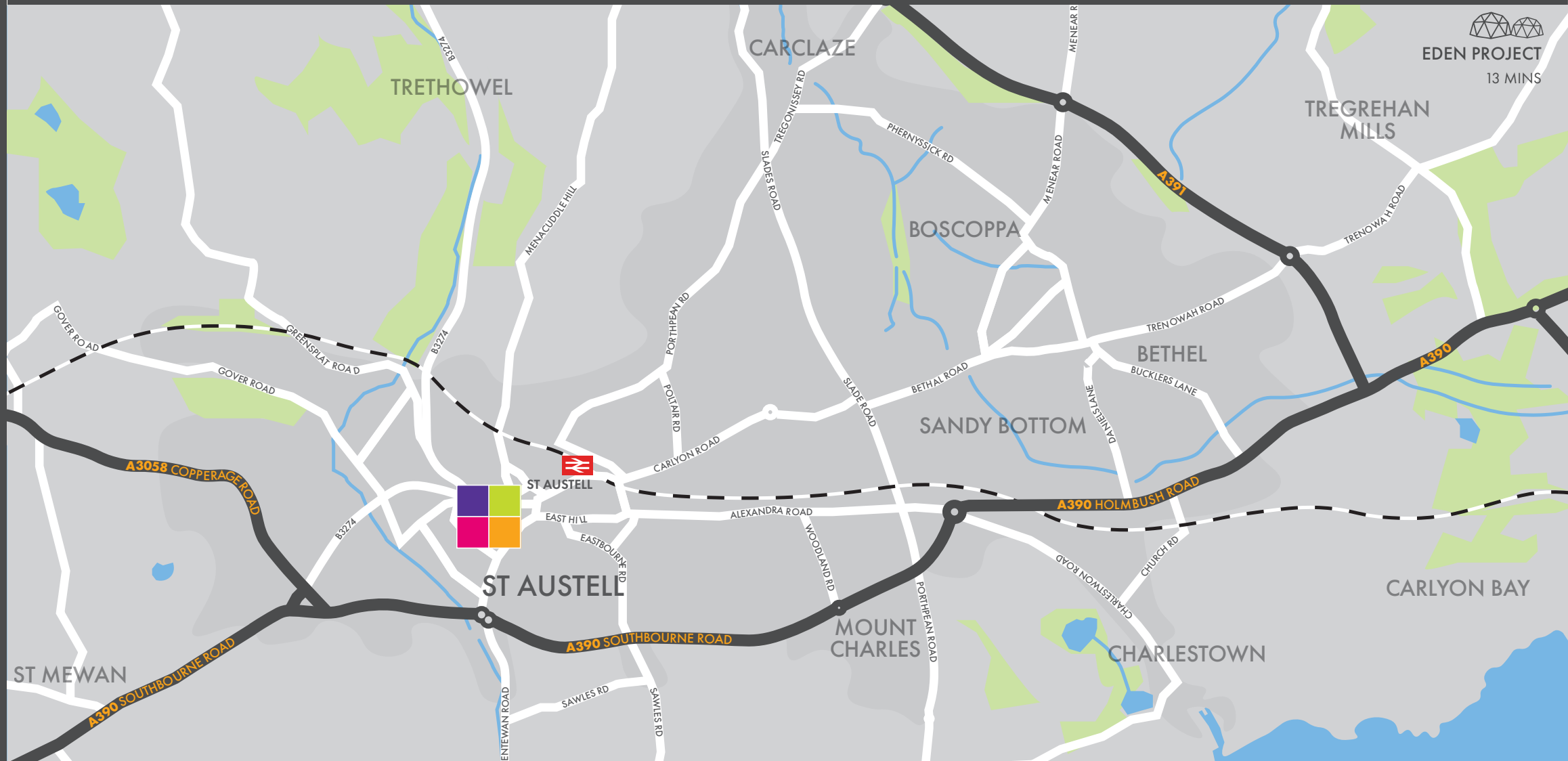
St Austell is one of the largest towns within the County of Cornwall, located 15.2 miles (24.5 km) to the north east of Truro, 38.2 miles (61.5 km) to the west of Plymouth and 155 miles (249.4 km) to the south west of Bristol.

Road communications are excellent and the town benefits from direct access to the A390, the principal arterial route from Truro to Liskeard and the A391 leading to the A30 (Bodmin Bypass), 7.6 miles to the north. UK Motorway access is provided via Junction 31 of the M5 Motorway, located to the south of Exeter, approximately 75.0 miles (120.7 km) to the north east.

Great Western Railway services operate from St Austell Station, with the addition of some limited Cross Country services, providing access to destinations including Birmingham New Street, Wolverhampton, Manchester Piccadilly, Leeds, York, Edinburgh and Glasgow Central. Great Western Railway provides direct services to Exeter St David's (113 minutes), Bristol Temple Meads (185 minutes) and London Paddington (243 minutes) on an hourly basis. In addition St Austell Rail Station provides a dedicated rail link to Luxulyan and the Eden Project, a popular visitor attraction with a journey time of 28 minutes.

Cornwall Airport, Newquay, is located 14.7 miles to the north west, providing national and international flight services, with regular bus links to St Austell, via Newquay. In addition, Exeter Airport is located 81.6 miles to the north east and Bristol Airport 145 miles to the north east.





WALK

White River Place is the pre-eminent Shopping Centre location within the very compact Town Centre of St Austell. You can walk anywhere and everywhere.



BUS - 1 MIN

St Austell has exceptional bus services across the town and wider region, with 23 dedicated service routes passing through the town, reasonable fares and frequent timetabling.



DRIVE - 550 SPACES

White River Place is closely connected to the A390, the primary arterial route from Liskeard to Truro, with 550 public car parking spaces on site.



FLY - 27 MINS

Cornwall Airport Newquay provides scheduled flight services across the UK, Europe, Middle East and the United States, located only a short drive away.



TRAIN - 7 MINS

St Austell is served by both local and long-distance trains providing direct access to London, Bristol and Exeter.



ROAD

New A30 link road due to complete in 2022 to significantly enhance access to the centre.

SITUATION

White River Place is situated on the pedestrianised section of Fore Street, which was the Town's historical retail thoroughfare in St Austell. The property has additional frontage and access to Trinity Street to the west and South Street to the south.

The Centre has a strong pedestrian footfall, recorded at 3.2 million visitors per annum, and provides the Town's principal car parking facilities. The property is situated a short 7 minute walk to the west of St Austell Rail Station, providing direct access to London, Bristol and Exeter.

ECONOMY

St Austell is the largest town and hosts the third largest population within the County of Cornwall. St Austell is well positioned amongst numerous popular tourist attractions, attracting over 2 million tourists to Cornwall each year.

St Austell ranks joint 3rd with Penzance in regard to Cornwall's retail hierarchy based on national representation with major national occupiers within the Town Centre including Argos, Boots, T K Maxx, WH Smiths, Wilko, Burton, Dorothy Perkins, New Look, Clarks, Superdrug, O2, Carphone Warehouse and now EE.

White River Place benefits from very limited competition within the immediate and surrounding area, providing the main retail provision within the Town. The closest competing town, Truro, is situated over 17.8 miles (28.6 km) to the south west.

Major employers within the St Austell area include West Pharmaceutical Services Cornwall, Hawkins Holdings, Imerys Minerals and St Austell Brewery.





CURRENT RETAIL CLIMATE

White River Place Shopping Centre benefits from a well-balanced tenant mix, offering a combination of well-regarded national covenants and successful independent businesses, aligning to the needs of the local consumers and enabling resilience in an otherwise volatile market.

Modern lifestyles, the economic environment and significant advances in consumer related technology have collectively altered consumer behaviour and shopping habits within the UK. The sub-sectors that benefit from these emerging trends are Value, Convenience and Online Retailing.

A strong fit with the catchment is fundamental for any retail location. However, this is particularly pertinent to Community Shopping Centres drawing from a local catchment to meet the functional, convenience and value needs of the everyday shopper, in order to establish a loyal and returning customer base. Whilst destination retail schemes provide high profile but infrequent retail experiences, the majority of shopping trips take place much closer to home; 76% of consumers visit their local shopping centre more than once a week.

Despite the common association of convenience retailing with quick 'in-and-out' shopping experiences, dwell times in Community Shopping Centres are surprisingly long and attract higher than average basket spend when aligned to a diverse consumer offering.

There is increasing evidence that Community Shopping Centres can co-exist more readily with ecommerce than larger comparison retail destinations. This is because local shopping centres provide a key point of difference in terms of product availability, convenience, accessibility, service and price point.

Local retail provision is increasingly relevant, fulfilling an important need for everyday shopping essentials. They serve a local catchment, often have visitor frequency above that of other retail centres and benefit from longer dwell times and higher basket spend than might typically be associated with such schemes.



A Dominant Community Shopping and Leisure Centre, constructed in 2009, providing purpose built mixed use accommodation totalling 16,543.9 sqm (178,077 sqft), arranged over 5 levels.

The ground floor provides retail accommodation consisting of 28 units, arranged around a central courtyard and accessed via Fore Street (pedestrianised), Trinity Street and South Street. The upper floors provide a variety of retail and ancillary storage accommodation.

The property includes an inter-connected multi-storey car park, accessed via Trinity Street, providing 550 space car park, on three subterranean floor levels with mezzanine levels. The Shopping Centre is modern and well-specified with limited landlord capital expenditure requirements at present.

The Shopping Centre has attracted a wide array of National brands including Wilko, TK Maxx, Peacocks, Edinburgh Woolen Mill and Lloyds Bank.





TENANCY INFORMATION

The scheme is let in accordance with the schedule of Accommodation and Tenancies to 25 individual tenants generating a contracted rent of £1,647,504 per annum, with a Weighted Average Unexpired Lease Term (WAULT) of 4.32 years to expiry, 3.14 years to break.

In summary, the centre provides:

Contracted Rent	£1,647,504
Landlord Service Charge Liability	£327,186
Landlord Rates Liability	£66,158
Landlord Insurance Liability	£5,967
Landlord Marketing Contribution	£41,098
Net Operating Income	£1,207,095

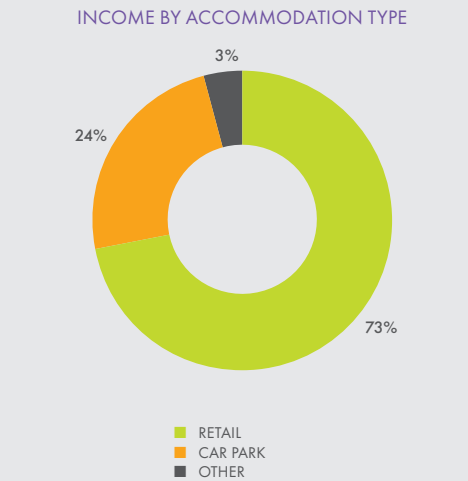
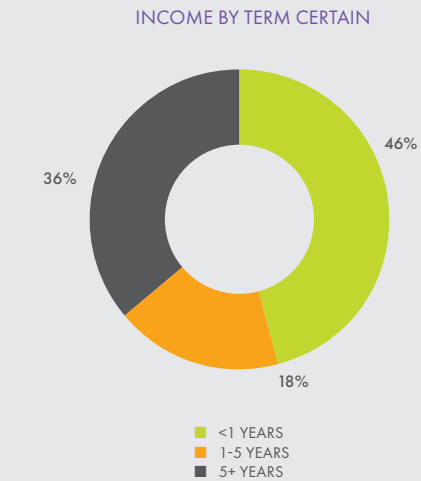
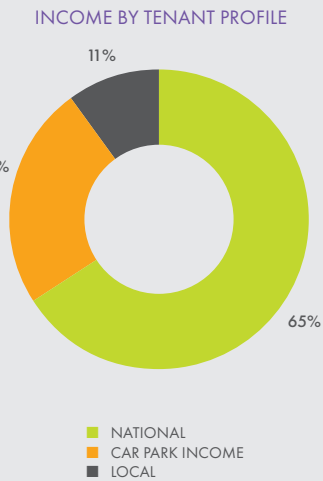
SERVICE CHARGE

The Service Charge is apportioned on a weighted floor area basis and is consistently maintained on a low and affordable basis, currently equating to £3.31 psf.

TENURE

The property is held on six individual long leases, comprising 250 year and 255 year terms, commencing from January 2009 – November 2010, thus providing a term certain of 240 years to expiry.

Please refer to the Allsop Marketing Data Room for supporting documentation.



TKmaxx

wilko

O₂

NEW LOOK

COSTA

PEACOCKS

LLOYDS BANK

TENANCY SCHEDULE

DEMISE	TENANT (GUARANTOR)	TRADING NAME	FLOOR AREA (SQ FT.)					LEASE START	LEASE EXPIRY	RENT REVIEW	BREAK	WAULT (EXPIRY)	WAULT (BREAK)	NET OPERATING INCOME (£ P.A.)	PASSING RENT (£ P.A.)	CONTRACTED RENT (£ P.A.)	TOTAL OUTGOINGS LANDLORD LIABILITY (£)	COMMENTS
			ITZA	GRD SALES	FIRST	OTHER	TOTAL											
A	Wilkinson Hardware Stores Limited	Wilko		40,469			40,469	27/07/09	26/07/24	27/07/19		5.15	5.15	320,000	320,000	320,000		
B1	MSG Life Realty Limited	Snap Fitness		6,000			6,000	11/10/16	10/10/31	11/10/21		12.36	12.36	20,000	20,000	20,000		No RV on MUA schedule
B2	Vacant	Vacant				1,205	1,205							-6,255			6,255	Void created at the rear of Unit B. Snap Fitness have shown initial interest in leasing this accommodation.
C1	Edinburgh Woollen Mill Limited	Edinburgh Woollen Mill		2,875			2,875	13/11/17	12/11/22		13/11/20	3.44	1.45	18,558	20,000	20,000	1,442	T/O Rent payable - Turnover Percentage means 30% of the amount by which Gross Turnover exceeds £450,000 in the Turnover Year.
C2	Trock Holdings Ltd	The Outlet Centre		8,310			8,310	11/04/19	10/04/21		30/09/19	1.85	0.32	-16,238	12,000	12,000	28,238	
C2(ff)	Vacant	Vacant				2,512	2,512							-12,618			12,618	
C3	New Look Retailers Limited	New Look	2,517	6,595	7,257		13,852	10/08/09	09/08/24	10/08/19		5.19	5.19	70,000	70,000	70,000		Tenant in a CVA paying 40% of rent £70k (40% of £175k).
D1A	Costa Limited	Costa	1,252	1,628			1,628	14/05/10	13/05/20			0.94	0.94	40,000	40,000	40,000		
D1B	Superdrug Stores Plc	Superdrug	2,004	3,800			3,800	11/11/09	10/11/19			0.44	0.44	75,000	75,000	75,000		
D2A	Game Retail Limited	Game	841	1,686			1,686	23/02/18	22/02/21		06/04/18	1.72	1.72					Rolling mutual break on 6 weeks notice.
D2B	Trespass Europe Limited	Trespass	866	1,717			1,717	28/11/16	27/11/21		28/11/19	2.48	0.48	20,000	20,000	20,000		The rent calculated to the higher of Base Rent or Turnover Rent of 10% of turnover up to £350,000 p/a plus 15% of turnover over £350,000 p/a. The Base Rent will be £20,000 p/a for the first year, reviewed annually to the higher of the previous year's Base Rent or 80% of the Turnover Rent for that previous year.
D3A	CEX (Franchising) Limited	CEX	859	1,654			1,654	10/07/15	09/07/25	10/07/20		6.10	6.10	32,500	32,500	32,500		Stepped Rent - Y4-5 £32,500 10/07/18-10/07/20
D3B	JT Retail Limited	O2	835	1,507			1,507	21/09/10	20/09/20			1.30	1.30	31,500	31,000	31,500		Stepped Rent - 21/09/18-20/09/19 = £31,000pa, 21/09/19 20/09/20 = £31,500pa.
D4	Vacant	Vacant	602	1,184	13,866		15,050							-29,798			29,798	
E	TJX UK	TK Maxx		11,339	15,703		27,042	21/04/10	20/04/25	21/04/20	21/04/20	5.88	0.88	225,000	225,000	225,000		
G1	Peacocks Stores Limited	Peacocks	1,938	4,676	5,016		9,692	18/09/15	17/09/25	18/09/20	18/09/20	6.29	1.29	45,000	45,000	45,000		T/O top up 10% above £650,000 threshold YE17/01/18. There is a monthly rent provision - side letter dated 18/09/2015. Fixed uplift of the base rent Y5 to £50,000.
G2	WC Rowe (Falmouth) Limited	Rowes Bakers	525	719			719	22/01/10	21/01/25	22/01/20		5.64	5.64	27,500	27,500	27,500		
J	Bank of Scotland Plc	Halifax	2,212	3,711			3,711	27/07/09	26/07/24	27/07/19		5.15	5.15	105,000	105,000	105,000		
K	Vacant	Vacant	1,659	2,895	927		3,822							-47,308			47,308	
L	Lloyds Bank Plc	Lloyds Bank	1,515	4,720			4,720	05/05/14	04/05/24	05/05/19		4.92	4.92	65,506	70,000	70,000	4,494	Service charge currently capped at £19,215.96
M	Vacant	Vacant	1,761	3,221		1,425	4,646							-57,885			57,885	Frankie & Benny's has served break notice to terminate on 17/04/19. Unit is fitted out as a restaurant.
Cinema	The Capitol (St Austell) Limited	White River Cinema		3,067	10,701	1,096	14,864	12/11/10	06/11/60			241.59	241.59					Sold off on Long lease, no income.

DEMISE	TENANT (GUARANTOR)	TRADING NAME	FLOOR AREA (SQ FT.)					LEASE START	LEASE EXPIRY	RENT REVIEW	BREAK	WVAULT (EXPIRY)	WVAULT (BREAK)	NET OPERATING INCOME (£ P.A.)	PASSING RENT (£ P.A.)	CONTRACTED RENT (£ P.A.)	TOTAL OUTGOINGS LANDLORD LIABILITY (£)	COMMENTS
			ITZA	GRD SALES	FIRST	OTHER	TOTAL											
N	Kernows Cafe & Bar Ltd	Kernows Cafe & Bar Ltd	1,795	3,303			3,303	06/03/19	05/03/34	06/03/24	05/03/24	14.76	4.76	46,000		46,000		Rent commencement 06/01/2020. Rent paid monthly per side letter. Tenant breaks 05/03/24 & 05/03/29 on 6 months notice - time is of the essence.
Shop 51 - Aylmer Square	Vacant	Vacant		839			839	19/03/18	21/04/21			1.88	1.88	-950			950	A lease remains in place, but the tenant has vacated the unit.
Shop 52 - Aylmer Square	Baker Tom Limited	Baker Tom		506			506	07/05/19	06/05/25		07/05/22	5.93	2.93	-10,000	10,000	10,000		Rent commencement 07/10/2019. Tenant has rolling break at the end of Y3 on 6 months' notice.
Shop 53 - Aylmer Square	Vacant	Vacant		656			656							-4,996			4,996	Lease to be surrendered and new lease to be completed back to back with Century 21 Mobiles Limited t/a Flavour Vapour.
Shop 54 - Aylmer Square	Mr Small's Limited	Mr Small's Tap House		646			646	19/03/18	18/03/23		19/03/19	3.79	3.79	12,000	12,000	12,000		Rent £12k pa from 19/12/18. Tenant pays monthly on 25th of each month.
Shop 55 - Aylmer Square	Century 21 Mobiles Limited	Fone Revive		646			646	22/01/18	21/01/28			8.64	8.64	15,000	15,000	15,000		
1st & 2nd Floors and Escalator - Aylmer Square	Carey Pension Trustees UK Limited	Carey Pension Trustees						26/01/09	19/01/64			244.79	244.79					S/C based on tenant paying 80% of costs for service yard of 51-57 Aylmer Square (£10,000 pa total).
Pitch 1 & 2 Aylmer Square	Vincent Purnell	Vincent Purnell						01/02/12	31/12/19			0.58	0.58	2,400	2,400	2,400		Licence can be terminated on 5 days notice by either party.
Beach Hut No1	Vacant	Vacant												-876			876	Commercialisation space which is occupied intermittently during the year.
Car Park	White River Developments Limited	White River Developments												191,349	395,800	395,800	204,451	Rental guarantee with Park Jockey £395,800. Uplift to reach guarantee will be paid at year end following reconciliation (if it hasn't been reached).
Management Suite	White River Developments Limited	White River Developments												5,000	5,000	5,000		All running costs are paid through the service charge.
Mall Income	Mall Income	Mall Income												21,539	23,539	23,539	2,000	£2,000 contribution from the Mall Income which is returned to the service charge. The 'passing rent' figure of £23,539 is based on the income received in 2018
LL Marketing Contribution	White River Developments Limited	White River Developments Limited												-36,788			36,788	£36,788 is the marketing contribution only. The commercialisation income and car park income are already included in separate rows.
Public Conveniences	White River Developments Limited	White River Developments																Toilets removed from rating. All running costs are paid through the service charge.
Shop Mobility	St Austell Town Council	Shopmobility						30/09/15	29/09/20			1.32	1.32					
Centre Wi-Fi	Vacant	Vacant																
Block 5 China Court	White River Developments Limited	Residential						13/07/10	12/06/60			241.18	241.18	3,500	3,500	3,500		WRD hold the long leasehold interest in China Court (Block 5). WRD receive the annual ground rent of £250 per unit from the 14 units that make up China Court.
PV Solar Panels	PV Solar Panels	Solar Panels												18,455	20,765	20,765	2,310	
TOTAL			21,181	118,369	53,470	6,238	178,077					4.32	3.14	1,207,095	1,601,004	1,647,504	440,409	



DEVELOPMENT POTENTIAL

The Shopping Centre provides the opportunity for the short term development of Unit D4. The first floor retail accommodation extends to 1,288.2 sqm (13,866 sqft) and lends itself to potential alternative uses including residential and office, subject to necessary consents.



BUILDING & MEASURED SURVEYS

The Vendor has recently carried out building and measured surveys of the Shopping Centre. These surveys and associated warranties will be transferred to the purchaser upon completion of the sale.

VAT

The properties are elected for VAT and it is anticipated the transaction will be treated as a transfer of a going concern (TOGC).

SPV

The asset is held in a UK based entity. The potential therefore exists to purchase this entity. Further details are available on request.

EPC

Further information is available on the Allsop marketing data room.

ALLSOP MARKETING DATA ROOM

For further information please register to the Allsop marketing data room on the following link: <https://datarooms.allsop.co.uk/register/whiteriverplace>

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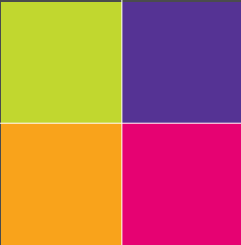
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